

2023 → 2026 RENEWAL COHORT

THE VMWARE RENEWAL DECISION WAS MADE TWO YEARS AGO

MOST ENTERPRISES THINK THE RENEWAL IS THE DECISION POINT

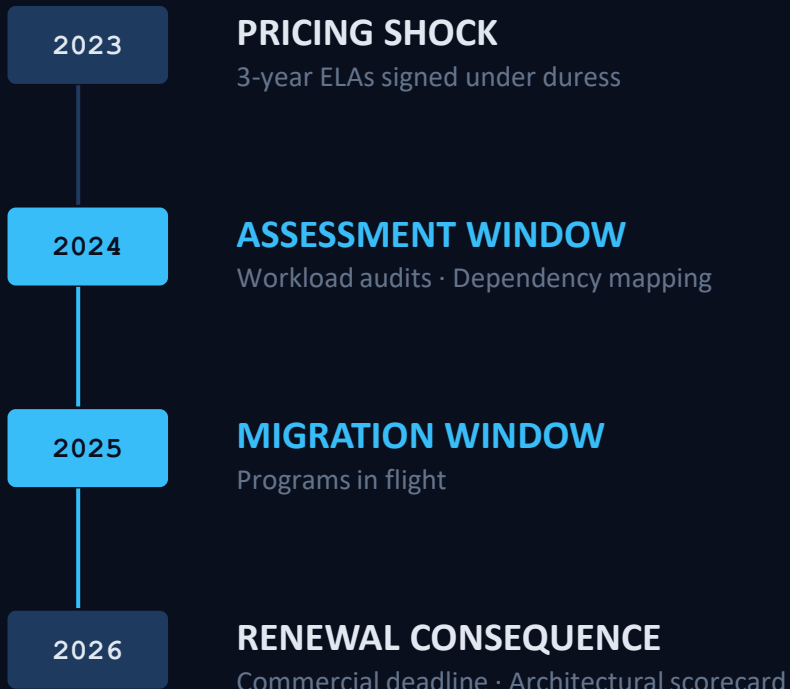
Renew

Migrate

Evaluate

*Those feel like choices.
They're usually not.*

THE REAL TIMELINE



◀ DECISION WINDOW

THE DECISION WINDOW CLOSED BEFORE THE RENEWAL WINDOW OPENED

WORKLOAD AUDITS

DEPENDENCY MAPPING

OPERATIONAL REDESIGN

EXECUTION TIME

RENEWAL ARRIVES

*All of that happens
before renewal arrives.*

THE DISTINCTION

PROCUREMENT



RENEWAL COST

ARCHITECTURE



DEPENDENCY
INVENTORY

The quote is the symptom. The dependencies are the decision.

THREE RENEWAL POSITIONS

01

COMMITMENT

Full renewal

02

SEGMENTATION

Partial renewal

03

TRANSITION

Bridge-and-exit

Not preferences. Capabilities.

WHAT EACH POSITION REQUIRES

COMMITMENT

PREREQUISITE

No viable exit path documented

SEGMENTATION

PREREQUISITE

Workloads already classified

TRANSITION

PREREQUISITE

Migration velocity already proven

THE MISTAKE: ASSUMING ALL THREE OPTIONS ARE AVAILABLE TO YOU

COMMITMENT

SEGMENTATION

TRANSITION

Most organizations can't choose.
Architecture determines eligibility. Not procurement.

IF VMWARE DISAPPEARED IN 18 MONTHS...

Which workloads could not move?

And do you know why?

The answer tells you whether a workload audit exists in a form useful for renewal.

BROADCOM ISN'T DISCOVERING WHETHER YOU CAN LEAVE.

They're pricing against whether you've
already proven that you can.
